

## RENOVATING YOUR HOME FOR SALE

You've decided to sell and you know your home needs some sprucing up, or that you need to refresh a few things, but when you look around you really don't know how to prioritise the jobs or what will get the most bang for renovation buck.

You need to focus on those elements that will catch the eye of the buyer and help them fall in love and make the decision to buy. Don't waste time or money on those things that won't matter to the buyer, or that they won't even register.

Here are five tips that will help you maximise the profits and minimise the work and money spent:

1. **Safety first, good working order second:** Make sure there are no loose stairs, hinges, doors, windows, doors, tiles, eaves, bricks or pavers. Everything needs to be in excellent working condition and this can be tricky. You get so used to holding your hand a certain way to get the front gate latch open that you forget it needs replacing. Consider getting your own building inspection done so you can get an expert opinion on what needs attention. If you're happy to do it yourself, set aside a day, go through your home with a critical eye and a notepad and pen. Make notes about all the broken, worn out, threadbare elements and replace or repair them.
2. **Kitchen and then bathroom:** The kitchen and the bathroom are the areas where buyers pay closest attention. If your kitchen is more than 10 years old, consider spending \$10,000 on a new one in order to add another \$30,000 - \$40,000 to the sale price. However, if it is less than a decade old, consider updating the benchtops with new laminate, and new cupboard doors. This can be an affordable spend of around \$2000 - \$5000 and will easily add \$15,000 - \$20,000 to the final price. In the bathroom consider replacing the grout and the shower – these are the areas that show the mould/wear and tear the most. A new bath is affordable and necessary if the bath is chipped or worn. A new cabinet with a mirror can create space and reflect any natural light around the room, making it seem larger and bright and airy.
3. **Exterior:** Wash your home and all garden paths with a high pressure hose. Clean the eaves, guttering and exterior of the house and then inspect all the paintwork to make sure it's not flaking off. If it is, consider getting the exterior painted. This can give your house a whole new, fresh look and really boost your sale price. It gives immediate impact and lets potential buyers know that you've cared for the property. Consider painting the front fence and treating the oil stains in the garage. Also, make sure you've recently treated and stained your timber decking.

4. **Kerb appeal:** A new front door, new letterbox and landscaping the front yard is a wise investment. Pare the garden shrubbery back to small, neat and tidy plants that will look easy to maintain. Broad expanses of lawn are also low maintenance and will appeal to families as well as couples who don't want big, fussy gardens that require weeding.
5. **Flooring, walls and ceilings:** Hardwood floors are popular throughout Queensland. Over time the varnish may wear off, so consider having the floors re-varnished to ensure a high-shine finish in every room of the house, including high traffic areas. Re-tile the kitchen or bathroom floors if there are more than two cracked tiles. Make sure the ceilings are clean and cobweb-free. If there has been any water damage from a leaking roof that has left a mark on the ceiling, repair any damage have the marks painted over. Painting the walls is one of the easiest, quickest and most affordable ways to give your house a fresh new finish before putting it on the market. Choose your colour palette wisely – opt for neutral tones.

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